‘Making a Mark’

Mark Holder Social Impact Declaration

Social Enterprise Acumen CIC

Social Enterprise Acumen CIC provides capacity building support and advice to existing or would-be social entrepreneurs looking to develop their concept or grow their business.

We are a social enterprise ourselves, working from our base in North East England to show the strength of using business models to address social issues.
We support social entrepreneurs and organisations that want to become social enterprises to start up, develop and grow. We work closely with partners to create a stronger ecosystem to enable social enterprises to flourish.

The Social Enterprise Mark criteria includes a requirement for all applicants and renewing Mark Holders to provide ‘social impact statements’, which illustrate how they are striving to meet their social/environmental objectives. Below are examples of how **Social Enterprise Acumen** is Making a Mark, striving to make a difference to local communities.

Social inputs – supporting social entrepreneurs

We deliver support for social entrepreneurs to help them to develop their ideas and turn them into sustainable social enterprises. We do this through coaching, training, small grant awards and membership of our social entrepreneurs’ network. Key activities include:

- We ran the Unltd Lead the Change programme across North East England and also delivered training to students

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- We support organisations to become more socially enterprising, including social impact measurement, investment readiness, strategic and business planning
- We delivered support on Social Impact Readiness through the Cabinet Office Impact Readiness Fund
- We ran an ESF co-financed National Offender Management Service capacity building contract to support the development of a consortium of social enterprises
- We worked on two contracts with groups of special schools to establish the feasibility of setting up social enterprises to provide employment opportunities for people with learning disabilities

Social outputs – summary measures of activities

- Delivered pro-bono training to **325** people across the five universities in the North East, and Wakefield High School, Apollo Studio, Northstar Housing and the Millin Centre
- Supported **60** early stage social entrepreneurs and a further **25** people at a development stage for their social enterprises
- Supported **14** organisations in two consortia and delivered training to over **70** of their staff
- Worked with **4** organisations to support them with social impact measurement

Social outcomes – summary of impact of activities

We have made a difference in the confidence of social entrepreneurs, enabling **85%** of them to start their enterprise and for those at the development stage to grow their businesses by on average **50%** in turnover.

Feedback from the students' training showed we had increased knowledge of social enterprise for **100%** of respondents, and **40%** were interested in starting a social enterprise at some point.

Through running the Social Entrepreneurs' Network, we have had much greater engagement with start-up entrepreneurs, who have reported higher levels of confidence on an ongoing basis.

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